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Message Text

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16
ACTION NEA-10

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TO USDOC WASHDC
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UNCLAS ABU DHABI 2209

E.O. 11652: NA
TAGS: TIO, TC
SUBJ: STATUS OF ABU DHABI INDUSTRY DIVERSIFICATION PROGRAM

REF: ABU DHABI A-52, 8/4/75

1. ABU DHABI DEPARTMENT OF PETROLEUM AND INDUSTRYS' (DPI) PROGRAM TO DIVERSIFY ABU DHABI INDUSTRY AWAY FROM PETROLEUM IS BUILDING REAL HEAD OF STEAM. WITH THREE MAJOR PLANTS NOW UNDER CONSTRUCTION, DPI IS PREPARING TO LAUNCH A NUMBER OF NEW PROJECTS, ALL TO BE CONSTRUCTED ON TURNKEY BASIS. TOTAL VALUE OF NON-PETROLEUM INDUSTRIALIZATION PROGRAM ANNOUNCED TO DATE ESTIMATE TO BE OVER 125 MILLION DOLLARS ENTIRELY FINANCED BY AUB DHABI GOVERNMENT. WITH ABOUT 75 PERCENT YET TO BE CONTRACTED FOR.

2. STATUS OF DPI NON-PETROLEUM PROJECTS IS AS FOLLOWS:
A. UNDER CONSTRUCTION:
1. STEEL RE-ROLLONG MILL - COMPLETION 12/75
2. CEMENT PLANT - COMPLETION 4/76
3. ORGANIC FERTILIZER PLANT - COMPLETION LATE 76.
B. TENDERS REC'D - CONTRACT TO BE LET BY JAN 76:
1. FLOUR MILL & GRAIN STORAGE SILOS
C. OUT FOR BIDS - TENDERS DUE JAN 76:
1. PAPER BAG FACTORY (FOR CEMENT)
D. ANNOUNCEMENT OF INVITATIONS TO TENDER BY JAN 76:
1. BUILDING MATERIALS PLANT (INCLUDES CONCRETE BLOCK, LIME, AND GYPSUM PRODUCTION).
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E. FEASIBILITY STUDIES UNDERSAY:

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1. SOAP FACTORY (UNILEVER AND MANUFACTURERS OF
LUX AND CAMAY HAVE BEEN CONTACTED).
2. SULPHURIC ACID PLANT
F. BIDS FOR CONSULTANCIES IN THE BE SELECTED BY JAN. 76:
1. STEEL PIPE FACTORY (U.S. STEEL SUBMITTED BID 5
TO 10 TIMES HIGHER THAN AVERAGE OF OTHER BIDS).
2. AUTOMOBILE TIRE FACTORY
E. ASBESTOS TUBE FACTORY
4. ALT PRODUCTION VIA SEAWATER EVAPORATION
G. FEASIBILITY STUDY TO BE STARTED NEXT YEAR:
1. WET-CELL BATTERY PLANT
3. ALL LISTED PROJECTS ARE UNDER IMMEDIATE SUPER-
VISION OF ONE INDIVIDUAL, DR. SHAFIQ HAFEZ, DIRECTOR
OF INDUSTRY AT DPI. OPPORTUNITIES TO BID FOR
CONSULTANCIES AND CONSTRUCTION OF THESE PLANTS ARE BY
DIRECT INVITATIONS EXTENDED BY DR. HAFEZ, NOT BY
PUBLIC TENDER. OBVIOUSLY FIRMS UNKNOWN TO DR. HAFEZ
WILL NEVER BE INVOLVED IN BIDDING. BY SAME TOKEN
FAVORBBLE IMPRESSION ON DR. HAFEZ CAN HAVE POSITIVE
IMPACT ON AWARIDING OF CONTRACTS (DOLLAR AMOUNT OF BIDS NOT ONLY CON-
SIDERATION), AND EMBASSY STRONGLY ENCOURAGES AMERICAN FIRMS TO MAKE
THEIR CAPABILITIES KNOWN TO HIM.

4. EMBASSY WOULD LIKE TO SEE U.S. FIRMS COMPETING MORE
ACTIVELY FOR THESE PROJECTS. THREE PLANTS NOW UNDER
CONSTRUCTION INVOLVE CONTRACTS WORTH OVER 100 MILLION
DIRHAMS BUT NONE OF THESE CONTRACTS ARE WITH AMERICAN
FIRMS. EMBASSY SOLICITS USDOC SUGGESTIONS FOR MOTIVATING
U.S. COMPANIES TO GET MORE INVOLVED IN THIS PROGRAM
STERNER

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